



TRACTOR & EQUIPMENT COMPANY

TRACTOR TIMES

A publication for and about our customers in AL, FL & GA • 2010 No. 2

SOUTHEAST CONNECTIONS, LLC Conyers, Ga., utility contractor thrives on tackling challenging projects

See article inside . . .



President Billy Campbell (left)
and Vice President Josh Evans

KOMATSU

A MESSAGE FROM THE PRESIDENT



Dan Stracener

**Positive
signs of a
recovery**



**TRACTOR
&
EQUIPMENT**
Company

Dear Equipment User:

In recent months we've seen signs of economic improvement. The housing market seems to be stabilizing, and the second year of the stimulus is bringing an increase in actual spending on governmental projects. We're cautiously optimistic that these small steps will lead to a larger expansion of work in the near future.

Eventually, the broader economy will rebound and we'll see construction rise again. We're prepared for it, and we hope you are too.

As in the past, we at Tractor & Equipment Company can help you find the right machinery to meet your needs today and in the future, whether it's a new or used equipment purchase or a rental. If you're looking for new equipment, check out the articles in this issue of your *Tractor Times* magazine on Komatsu's newest excavators (PC160LC-8, PC350LC-8, PC350HD-8 and PC450LC-8) and new GD655-5 motor grader.

Of course, Komatsu is not stopping there. As always, it's looking ahead for ways to lower your owning and operating costs. Many times, the changes made in new equipment are a direct result of customer input as you'll see in the Komatsu & You interview with the company's North American Vice President of Research and Development.

Komatsu has the products, and we at TEC have the know-how and expertise to keep your downtime to a minimum with our highly trained staff of expert service technicians and parts personnel. Whatever your needs may be, please don't hesitate to give us a call or stop by one of our branch locations, and let us show you how we can help.

Sincerely,

A handwritten signature in black ink that reads 'Dan Stracener'.

Dan Stracener
President



TRACTOR & EQUIPMENT COMPANY

TRACTOR TIMES

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MORE NEW PRODUCTS

See how improved visibility from a newly designed cab increases operator productivity in Komatsu's new GD655-5 motor grader.

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SOUTHEAST CONNECTIONS, LLC

Conyers, Ga., utility contractor thrives on tackling challenging projects

In a large city such as Atlanta, construction challenges are often the norm. As the city grew, so did the infrastructure needed to support it. Existing underground utilities snake out in every direction and at varying depths, making installation of new lines evermore daunting.

“Add to that a network of roads and the traffic that goes with it, and you can imagine the difficulty of the task we face on a daily basis,” said Bobby Daniels, Operations Manager for Southeast Connections (SEC). “Every job we do takes careful planning and coordination to ensure traffic flow, avoid hitting existing lines and cause as little disturbance as possible.”

SEC’s specialty is making sure new utility installations and replacement of existing lines meet those criteria. Founded in 1996 by President Billy Campbell and Vice President Josh Evans, the company has grown consistently into a staff of more than 200 who bring a wealth of experience to each project they undertake.

All of Conyers, Ga.-based SEC’s projects are for utility companies, cities, municipalities and

Departments of Transportation throughout the Southeast, with about half taking place in the Atlanta metro area. The company also has offices in Augusta, Ga., Virginia Beach, Va., and Birmingham, Ala.

“From the start, the company’s focus has been utility installation, and that’s all we do,” said Safety Director Keith Plemons. “Josh and Billy started out doing small jobs here and there, and as they gained a reputation for good work, the business grew. Now we have about 35 crews who can tackle nearly any job that comes our way.”

With its multicrew staff, SEC offers a turnkey project, whether it’s installing a new main gas, water or sewer line or the service to a house that branches off it. SEC also handles abandonment of any existing lines, if needed. In addition to new construction, SEC has crews that repair leaks in existing lines and its own AutoCAD department that creates redline drawings.

“We do everything that needs to be done on a project, including pavement removal and replacement,” said Daniels. “By doing that, we keep tight control of the schedule, and we can ensure delivery of the project on time and on budget. It’s really what sets SEC apart.”

Drilling and boring specialists

Another aspect that sets SEC apart is its expertise in boring new utilities. Much of the work done by SEC involves boring in order to avoid large, open cuts in the metropolitan areas. When Campbell and Evans founded the company, it was just the two of them with one drill and a truck.

“SEC’s history and reputation have been built on drilling and boring utilities into place,

President Billy Campbell (left) and Vice President Josh Evans own and operate Conyers, Ga.-based Southeast Connections (SEC). The company specializes in utility installation, including drilling and boring.



and that experience plays a vital role in our operations," said Daniels. "There are many projects where open-cut is just not feasible because there are existing utilities in the way, or it's a residential area where tearing up the street for a long period of time would cause a major disruption. Sometimes, drilling and boring is the only solution and, in many cases, it's more cost-effective than open-cut."

SEC can do all types of drilling and boring, specializing in rock bores up to 1,000 feet, regardless of the type of rock encountered. It also does other specialty bores where long, curved or deep bores are needed. SEC does both horizontally and vertically curved bores, depending on the project.

"Often, the perception is that boring is simply installing the pipe in a straight line, but that's very rare, especially in urban areas," said Plemons. "With so many existing utilities at varying depths, doing a straight bore would cause a lot of problems. We lay out and execute a plan that involves locating existing utilities. Then, we set out to place pipe in such a way as to avoid them."

"Using horizontal bores we can navigate around existing structures and other elements by varying the depth of the pipe as we go," explained Daniels. "For instance, we may encounter a water line at four feet and adjust our pipe to three feet to go over, then come up to a gas line at three feet and adjust to go under it. Vertically curved bores allow us to get past deeper obstacles such as recessed highways, rivers, lakes, etc."

SEC recently performed a bore under Interstate 20 on the eastern edge of Atlanta, where a crew installed 15,000 feet of 12-inch, steel gas pipe. At the same time, another crew was boring the same type of pipe on another project a few miles away.

"Jobs like that are somewhat common, but more often, we're doing projects where we're installing multiple types of pipe as part of a large package," Plemons pointed out. "For example, a typical job might involve installing 10,000 feet of 12-inch steel, 6,000 feet of eight-inch plastic and 15,000 feet of four- and two-inch plastic with 700 services. We've had some projects where we installed 10 to 15 miles of lines."



SEC uses several Komatsu tight-tail-swing excavators, including this PC138USLC that's lifting and pushing pipe into place on a boring project that runs under Interstate 20 on the eastern edge of Atlanta.



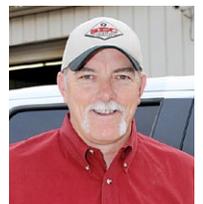
Using a Komatsu PC27MR excavator, an SEC operator digs and backfills a service connection in Atlanta. "In the cities, there's often not much room to maneuver, so these smaller excavators are very handy for getting up close to traffic, a house or other obstruction without sacrificing production," said Safety Director Keith Plemons.

Komatsu equipment provides versatility

Whether SEC does drilling, boring or open-cut installation, it relies on excavation equipment, mainly Komatsu excavators and backhoe loaders purchased from Tractor & Equipment Company with the help of Utility Division Manager Scott Deitz.

"Even in boring and drilling, we have to open a hole on both ends to get the drilling or boring rig in the ground to get started and pull the pipe through on the other end," explained Daniels. "We've used Komatsu equipment for quite a while because it gives us versatility to dig, load, lift, push pipe and remove pavement if needed."

Continued . . .



Bobby Daniels,
Operations
Manager



Keith Plemons,
Safety Director

Versatile equipment fits urban jobsite needs

... continued

Several of SEC's Komatsu pieces are tight-tail-swing models, including the PC27s and PC138s. It also runs larger pieces such as PC160s for larger jobs, and WB146 backhoe loaders to dig and backfill.

"In the cities, there's often not much room to maneuver, so those smaller excavators are very handy for getting up close to traffic, a house or other obstruction without sacrificing production," said Plemons. "We have them plumbed so we can attach breakers, which is an added plus. Obviously, we use the larger machines for bigger jobs and larger pipe, usually where we have more room to work, but we can use the tight-tail-swing models for open areas too. They have a lot of power for their size."

"The ability to use one machine for multiple applications is a real benefit for us because we're often working in areas where there's not much staging area to park extra equipment," he added. "The excavators and the backhoe loaders offer versatility so we need fewer pieces of equipment on the job."

SEC handles the maintenance on its Komatsu machines with occasional help from Tractor & Equipment as needed. "Our guys do a great job with upkeep, and with Komatsu's reliability we don't have to call on TEC very often. But when we do, they respond quickly," acknowledged Daniels.

Continuing to grow

Despite the economic conditions of the past couple of years, SEC hasn't downsized. In fact, it's continued adding to its staff. The company has nearly doubled in size within the past five years and sees no slowdown to its streak of growth in the near future.

"The way we've aligned ourselves sets up well with the plans the utility and governmental agencies tell us they are putting in place," said Daniels. "There's quite a bit of replacement and new installation that needs to be done, and much of that will be a fit for us and our ability to drill and bore. That's increasingly becoming more common with what's in the ground from past infrastructure."

"We're continuing to selectively hire, meaning we're bringing people on board who match our work ethic and desire to deliver a quality job on time and budget with safety in mind," added Plemons. "We feel very blessed to be a part of a company with so much experience and the drive to put it to use to benefit this area as it grows." ■

TEC Utility Division Manager Scott Deitz (left) meets with SEC Superintendent Jay Elder. "Our guys do a great job with upkeep, and with Komatsu's reliability we don't have to call on TEC very often," said Operations Manager Bobby Daniels. "But when we do, they respond quickly."



For deep digs, SEC turns to Komatsu excavators such as this PC160LC, used to dig a utility trench on a jobsite in Atlanta.



In addition to Komatsu excavators, SEC uses WB146 backhoe loaders to dig and backfill.





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A SALUTE TO A CUSTOMER

PANHANDLE GRADING & PAVING, INC.

This Florida asphalt-paving contractor has built a reputation for quality for more than 30 years



Johnny Long's motto has always been, "If we do good work, we'll have repeat work, and repeat work is going to keep us in business." That approach has been more than successful for Long and his asphalt-paving business, Panhandle Grading & Paving, Inc.

Based in Pensacola, Fla., Johnny originally started Gulf Coast Paving & Grading in 1967. In 1979, he sold Gulf Coast and decided to form a new company with his sons Jerry and Donald. They named the company Panhandle Grading & Paving. As president of the new company, Johnny had no idea how successful the company would become. "When we started the company, we hoped to have a maximum of 15 employees. Today, we have around 140 on staff. It seems like everything we're doing puts us about one or two steps ahead of everyone else," he noted. "We definitely know what we're doing when it comes to paving."

That knowledge and decades of experience are two keys to his long-term success, along with the flexibility to change direction if needed. Recently, a move from private work to more governmental work has kept the company strong during tough economic times. "Everything's been tight this year. But we've been able to pick up paving bids to keep us busy. The state of Florida got

its federal stimulus money just at the time we needed the work."

Many of Panhandle Grading & Paving's current projects are backed by stimulus funds. "Right now, the company has 15 projects underway within a 50-mile radius of Pensacola," pointed out Jerry Long, who serves as a company vice president along with his brother Donald. "As a DOT-certified contractor, we were the low bidder on seven road-resurfacing projects when Escambia County accepted bids for a total of eight stimulus-funded projects. Most are 'mill and fill' contracts. One stimulus-money-backed reconstruction job that we are working on for Santa Rosa County requires us to convert Avalon Boulevard in Milton from a two-lane road to a four-lane road. It's my understanding that this was the first stimulus-funded project for the state of Florida," Jerry continued.

Asphalt plants and recycling

To supply those projects and others with a steady flow of paving material, Panhandle Grading & Paving relies on a sister company, Group 3 Asphalt, which produces asphalt at two plants in Pensacola and Milton. Owned by Johnny, Jerry and Donald Long, Group 3 Asphalt sells asphalt to other paving contractors as well. The plants operate five to six days a week according to product demand.

"We like being able to accommodate our customers in any way possible," Jerry explained. "For night paving, it's ideal having two plants so we can run one in the day and the other at night. We produce whatever mix customers request and we can run Superpave material at both plants.

"We also crush material to recycle and put back into the asphalt mix and we produce fractionated rap," he continued. "We can make specialized mixes with polymers, rubber and even fibrous material."

A truck unloads asphalt into Panhandle Grading & Paving's Vögele 5203-2 paver. It's the first Vögele paver sold by TEC since the company began distributing the machines.





Panhandle Paving Supervisor Ernest Millender, who has 50 years of paving experience, checks the controls on the Vögele 5203-2. "This machine does things other pavers could never do," he said.



In addition, all of Panhandle's milled material goes right back to the asphalt plants where it's recycled into the new asphalt mix they produce. "We also allow other contractors to bring in their milled material for recycling along with chunk asphalt, which we can crush and use in our asphalt production," said Jerry. The company also recycles concrete it takes off its jobs and uses it to create road base at other jobs.

With all the work in progress keeping both Group 3 and Panhandle Grading & Paving busy, the Longs realized they also needed to add some new paving and milling equipment to their fleet. That's when they turned to Chad Stracener at Tractor & Equipment Company in Pensacola, the distributor of the Wirtgen Group line of paving equipment, which includes Wirtgen milling machines, Hamm compactors, Klemmann crushers and Vögele pavers.

New paver smooths the way

Jerry and Donald Long wanted a productive, reliable paver that would meet the company's needs for many years to come. That's why they decided on the Vögele 5203-2, with input from their paving supervisor, Ernest Millender, who's been in the paving business for 50 years, 25 of them with Panhandle. "We value Ernest's opinion," acknowledged Donald. "He's working on repaving some Panhandle roads for the third time.

"When we were considering Vögele, TEC brought the machine to us and paved for us for a couple days," recalled Donald. "We were sold." It was the first Vögele paver TEC sold after taking on the equipment line.

Something both Millender and the Longs really appreciate is the extensive amount of time Vögele representatives spent with Panhandle Grading & Paving when the paver first went into service.



A Panhandle Grading & Paving operator uses the company's Wirtgen W2200, equipped with a 12-foot, six-inch drum. Panhandle purchased its first full-lane milling machine from TEC in November 2009.

Panhandle operators use a Komatsu PC220 to feed concrete into a crusher, and a Komatsu WA400 to remove dirt that has been screened before the crushing process.

"The Vögele paver has so many options that other machines out there don't have," observed Millender. "The guys at Tractor & Equipment and Vögele have been helpful in teaching us how to operate it." Todd Dice, TEC's Wirtgen and Vögele machine specialist, was on the jobsite for the better part of a week, along with Vögele's Boo Meredith and Mike Burris, who spent several days each working with the paving crew.

The Vögele representatives provided some lessons on using the new Vögele 5203-2 that made quite an impression. "One day, we had to wait 46 minutes for the next truck of asphalt to come," Millender recalled. "Once the truck came with the asphalt and we resumed paving, there was no sign that the machine had been sitting in one spot for 46 minutes. I was amazed. Most times, if a paver that size sits for just 15 minutes, it will 'settle' and leave a crease. That didn't happen with the Vögele."

After putting it to work on the job, Millender has been very pleased with the new Vögele paver. "We've only had it for a short time, but I like it better every day. The Vögele 5203-2 does some things that other pavers we've had could never do. Once we set it the way we want, we don't have to mess with it anymore. It holds a really good mat."

Continued . . .

Productive equipment, experienced workers

... continued

"We're happy so far," agreed Donald Long. "We've had the Vögele on the job for several weeks now. Asphalt mix designs differ from one region to another, so the machine simply needed a bit of fine tuning to match the mix that we produce. The Vögele paver has some newer features that I'm making sure we use in order to get the most out of our investment.

"There are only a couple pavers we would consider putting out on the road, and Vögele is now one of them," Donald continued. "Now that we have a dealer in our back yard that can fully support the machine, we knew it was time to buy. The Vögele machine is advanced in many areas of technology, and having the dealer here in the area to help us if we have any problems is what really sealed the deal. We take a lot of pride in our equipment and try to put the best resources and equipment out on our projects. I think that's one of the reasons we're where we are at today. Overall, the Vögele machine has been a good investment, and we're happy."

The first job where Panhandle Grading & Paving put the new machine to work was on a 22-mile stretch of Highway 97 in Escambia County. The two-lane road required widening, new turn lanes, safety upgrades, and a paved

shoulder. However, before putting its new paver on this job, Panhandle first milled the road surface to a depth of 1.5 inches using its Wirtgen W2200 milling machine, also recently purchased from TEC.

Milling machine adds versatility

"It's our very first full-lane milling machine," noted Donald. "For the type of jobs we do, we think it's the right machine. It's extremely fast and efficient. Our whole emphasis is daily production and finding ways to speed production without having problems in the process. We're not really a milling company per se, but we're looking at equipment from an investment standpoint.

"Traditionally, we use the Wirtgen machine for a maximum two-inch mill but we have a job coming up where we'll need to mill through subgrade up to 10 inches," Donald explained. "Although we have a half-lane machine for residential projects, we purposely bought the Wirtgen W2200 for full-lane milling."

Donald further noted that the water system on the machine works very well, so they get a lot of footage on a set of teeth. "We haven't had any problems with this milling machine. The folks from Wirtgen come down and check on the machine from time to time. The electronics and grade controls on the Wirtgen W2200 are better than other machines we have and our field people seem to like that. It delivers on everything the manufacturer claims. We're very pleased with the machine. Part of the reason we purchased the Wirtgen machine was because of its quality."

Along with quality equipment, Panhandle Grading & Paving is also fortunate to have quality people, according to Johnny Long. "Probably 60 percent of our work force has been with us for more than 10 years, and five employees have been here more than 25 years. They are definitely another key to our success. Our work force turnover is very low, and even through the down times we've never laid anyone off. We like to treat our employees the way we would like to be treated. I just hope we keep moving forward," he concluded.

With its commitment to quality, an experienced work force and efficient, productive equipment, the future of Panhandle Grading & Paving appears to be assured. ■

(At right) Panhandle Grading & Paving President Jerry Long (left) visits with TEC Pensacola Branch Manager Chad Stracener at one of Panhandle's jobsites. "Having TEC in our back yard to fully support our equipment is important," said Long. (Below) Panhandle Grading & Paving's sister company, Group 3 Asphalt, operates two asphalt plants that supply material for Panhandle's jobs and sell to other contractors as well.



DOUBLE TAKES

YOU'RE NOT SEEING THINGS...

C.S. Beatty crews decorate equipment to recognize unique Birmingham Zoo project

A major new exhibit, Trails of Africa, is under construction at the Birmingham Zoo. The 14-acre exhibit will feature elephants, giraffes, zebras, hippos and ostriches.

The Birmingham contracting firm C.S. Beatty, which is doing the site work for the project, has gotten into the true spirit of the job by decorating its Komatsu D51 dozer with zebra stripes and its Komatsu PC138 excavator with giraffe spots.

"Our zoo crew is proud to be working on a project like this that will give the public so much enjoyment," said C.S. Beatty Operations Manager Ted Lackey. "Putting stripes and spots on the machines was a way for them to celebrate the unique nature of the job."

Construction of the new exhibit should be completed by September. Although Trails of

Africa is not expected to have an official grand opening until spring of 2011, animals will be relocated to their new home this fall. That's when visitors will be able to see the "real" zebras and giraffes in their new habitat for the first time. ■



The Komatsu D51 dozer with zebra stripes (above) and Komatsu PC138 excavator (at left) with giraffe spots are C.S. Beatty machines working on the new Trails of Africa exhibit at the Birmingham Zoo.

WHAT TO EXPECT

TAKING STOCK OF THE STIMULUS

Increased construction spending expected during second year of the economic recovery plan

A significant increase in construction spending under The American Recovery and Reinvestment Act (ARRA) is expected as the economic stimulus package heads into its second and final year. Estimates show about \$20 billion was spent for infrastructure projects during the first 12 months of the plan, only a little more than 10 percent of the total allotted.

When the \$787 billion stimulus package was passed last year, nearly \$135 billion was appropriated for various transportation and other infrastructure funding. The early focus was on “shovel-ready” projects, those that could be started within 120 days of the plan’s enactment. Spending for longer-term jobs would come later, much of it this year.

“Many projects are just now getting underway, and will be creating jobs throughout 2010 and beyond,” said Vice President Joe Biden, appointed to oversee the stimulus package. “Work on many Recovery Act projects will accelerate in the spring and summer months as weather conditions permit work on roads, bridges, water projects and Superfund cleanups.”

Construction spending under the economic stimulus ramps up during 2010 with more money slated to be spent than during the first year of the act.

Though only \$20 billion has been spent, more than \$104 billion has been obligated, meaning projects are approved and waiting for construction to begin. The increased spending is expected to contribute 1.4 percentage points to gross domestic product growth in 2010. The pace of actual spending is slated to more than double, from about \$3 billion per month to more than \$7 billion.

“I think we’ll see a lot more stimulus money going into actual contracts and actual hiring in 2010 than we did in 2009,” said Ken Simonson, Chief Economist of the Associated General Contractors of America in a recent Wall Street Journal article.

TIGER projects announced

One area of the economic stimulus package to see an increase in spending is Transportation Investment Generating Economic Recovery (TIGER), a discretionary grant program that’s different from traditional hard-bid projects. The Department of Transportation recently announced \$1.5 billion in TIGER grants for more than 50 projects throughout the country.

According to the DOT, TIGER grants target major national and regional transportation projects that are in many cases difficult to pursue through other government funding programs. Selected projects must foster job creation, show strong economic benefits, and promote communities that are safer, cleaner and more livable.

The TIGER grants have been popular, with states pitching for the funds. More than 1,400 applications were submitted for review, totaling nearly \$60 billion.





More than \$1.5 billion in TIGER grants, part of the economic stimulus package, were recently awarded with projects falling into sectors such as freight rail, road and bridge repair and community livability.

Key sectors for investment under the TIGER program include freight rail, road and bridge repair and community livability. Eleven national freight projects, 13 highway infrastructure projects and 22 community livability projects, which are designed to give Americans more choices about how they travel and improve access to economic and housing opportunities in their communities, were announced.

“The TIGER program takes a new, common-sense approach to investing scarce federal resources on transportation projects of national significance,” said a U.S. Department of Transportation outline announcing the grants. “Unlike other federal transportation programs, TIGER funds are open to all types of projects, from roads and bridges to transit and rail. In order to receive funding, each project must show how it will help the United States meet its national goals, most importantly growing and rebuilding the economy.”

Jobs per \$1 billion spent beat prestimulus estimates

Spending more funds under The American Recovery and Reinvestment Act is good news to an industry that’s been one of the hardest hit by unemployment. Critics have pointed to the stimulus plan as a failure for not creating or saving more jobs. They’ve also panned government bureaucracy for provisions of the act that they say have delayed stimulus spending.

Proponents of the bill acknowledge that there have been hiccups, but overall it’s made a significant contribution and will continue to provide even more positives this year. Simonson

points to a federal employment report that showed heavy civil employment remained stable earlier this year, an area where the bulk of stimulus-funded construction activity was spent.

“One of the few areas of construction to see increased spending in 2009 was in highway and roads according to the latest Census Bureau figures,” he noted. “Considering the massive overall declines in construction activity last year, this is a strong sign the stimulus is having a positive impact.”

Citing a recent federal report, Simonson said highway projects during the past year saved or created about 280,000 construction jobs. That equates to about 15,000 jobs per billion dollars spent, better than prestimulus estimates of about 9,700. Simonson indicated the ramp-up in spending this year will also lead to increased hiring of new workers or the return of some laid-off employees.

“The good news is that 2009’s delays mean significantly more stimulus-funded opportunities for contractors in 2010,” Simonson said. “We expect to see many more stimulus-funded projects come on line, especially for building contractors. This work will provide a much-needed lifeline for contractors, allowing them to retain many of their workers.

“The stimulus is one of the few bright spots the construction industry experienced last year,” he added. “The stimulus is saving construction jobs, driving demand for new equipment and delivering better and more efficient infrastructure for our economy.” ■

GUEST OPINION

COVER YOURSELF

Some helpful hints to ensure your construction contract leads to a profitable project



Christopher G. Hill

The news is everywhere that construction spending is down. Contractors face the liability issues inherent in having to cut prices while construction material costs either increase or stay the same. However, opportunities exist for a construction contractor to turn a profit, even in these seemingly dire times.

In order to do, so a contractor must plan ahead, run a project smoothly and professionally, assure that its contracts contain terms that protect it from liability as best is possible in an uncertain world, and assure prompt action to collect, should those terms be

breached (whether with a lawsuit, mechanic's lien, or possibly a Miller Act claim).

One key to avoid having to pursue this last course of action is to make sure that you, as a general contractor, subcontractor or supplier, run your portion of the construction job smoothly. Good relationships with those both upstream and downstream can go a long way toward heading off problems before they blossom into legal action. The construction guidelines published by a coalition that includes the Associated General Contractors are a good starting point for advice on this topic.

Another way to avoid problems and protect yourself as a construction professional is through the use of escalation clauses in your construction documents. These clauses allow a subcontractor to pass on an increase in materials cost to a general contractor (or a GC to an owner) under certain circumstances. Absent such a clause in your contract, you (as the downstream construction company) will likely have to eat any increased costs under a fixed-price, lump-sum contract. Of course, an escalation clause is just one protection that you can build into your contracts. A knowledgeable construction attorney can help you incorporate others.

Finally, make sure that all the details are hammered out up-front in the contract documents. Many problems will be avoided by clear contract drafting that assures all parties know the deal before the project starts. Surprises cause litigation much more often than clear contracts, even in claims situations.

Taking these relatively simple steps should help you concentrate on completing the work and making money doing it. ■

Christopher G. Hill is a lawyer at the Richmond, Va., firm DurretteBradshaw PLC, a LEED AP and a member of Virginia's Legal Elite in Construction Law. He specializes in mechanic's liens, contract review and consulting, occupational safety issues (VOSH and OSHA), and risk management for construction professionals. Mr Hill authors the Construction Law Musings blog at <http://constructionlawva.com>.

Running a job smoothly and hammering out contract details are a couple ways that can help you turn a profit on any job, according to lawyer Christopher G. Hill.



NEW PRODUCTS

NEW EXCAVATOR MODELS

Heavy-duty booms offer increased durability in PC350LC-8, PC350HD-8 and PC450LC-8 models

Stress on an excavator's boom can significantly shorten its life and increase long-term owning and operating costs. That's why Komatsu took a big step in extending that life expectancy by introducing heavy-duty booms on its new PC350LC-8, PC350HD-8 and PC450LC-8 models.

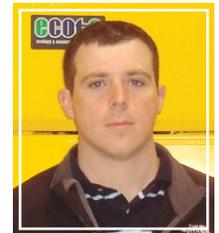
Komatsu designed the heavy-duty booms to provide increased strength and durability compared to the PC300LC, PC300HD and PC400LC, which these new machines replace. Large cross-sectional structures, thick, high-tensile-strength steel, and partition walls help the boom and arm resist bending and torsional stress, making them more durable.

"The new machines basically maintain the same performance capabilities of their predecessors in terms of horsepower and bucket capacity," noted Doug Morris, Product Manager, Excavators. "However, heavy-duty booms are now standard to increase the durability of the work equipment. As with previous models, contractors will choose the model that best suits them based on factors such as the applications in which they use them, site conditions and breakout force."

Added reliability features of the new models include a sturdy frame structure. Its revolving frame, center frame and undercarriage were designed using advanced CAD analysis technology for better durability and longer life. Components, such as engine, hydraulic pumps and motors, control valves and electronic devices, are exclusively Komatsu-manufactured for seamless integration into the machines. Metal guard rings protect hydraulic cylinders, and hydraulic hoses equipped with O-ring seals provide extended, leak-free life.

Komatsu lengthened undercarriage life with grease-sealed tracks and track links with struts, which offer superior durability. Longer track life is part of an overall effort by Komatsu to lower owning and operating costs.

"Contractors will find these new machines a little more robust in all applications, whether digging utility trenches, loading trucks, mass excavation or demolition," said Morris, who noted a PC350HD-8 model is available that combines the upper structure of a PC350 with the lower part of a PC450. "Komatsu built in additional value by using more durable



Doug Morris,
Product Manager,
Excavators

Continued . . .

Brief Specs on the Komatsu PC350LC-8, PC350HD-8 and PC450LC-8 Excavators

| Model | Operating Weight | Net Horsepower | Bucket Capacity |
|-----------|---------------------|----------------|-------------------|
| PC350LC-8 | 77,362-79,037 lbs. | 246 hp | 0.89-2.56 cu. yd. |
| PC350HD-8 | 85,305-88,771 lbs. | 246 hp | 0.89-2.56 cu. yd. |
| PC450LC-8 | 97,372-104,058 lbs. | 345 hp | 1.47-3.75 cu. yd. |

Heavy-duty booms on Komatsu's new excavators provide increased strength and durability compared to their predecessor models.

To read the magazine online and watch a video of this machine in action, go to www.TECTractorTimes.com



New excavators feature five working modes

... continued

components that offer improved reliability, better maintenance and service intervals, and cab improvements that make the operator more productive.”

Built-in productivity

Five working modes — Power, Economy, Lifting, Breaker and Attachment — help users get the most efficient production out of the PC350LC-8, PC350HD-8 and PC450LC-8. Using different modes, the operator can match engine speed, pump flow and system pressure to the application. For example, when high digging force isn't needed, operators can switch to Economy mode for better fuel economy and savings. Power mode provides maximum production for faster cycle times, when needed.

Operators choose modes using the self-diagnostic, multifunction, color monitor that's among the industry's most advanced diagnostic systems. In addition to mode selection, the Komatsu-exclusive system identifies maintenance items, reduces diagnostic times, indicates oil and filter replacement hours and displays error codes. When the operator turns on the machine, check-before-starting items appear, and if abnormalities are found, a warning lamp blinks and a buzzer sounds to alert the operator. During operation, continuous machine condition checks help prevent serious problems from developing, allowing the operator to concentrate on the work.

Komatsu crafted the excavator cabs with operator comfort and productivity

in mind. The new design features a wider cab, high-back seat and reduced noise and vibration levels. The pressurized cab also helps minimize outside dust from entering.

In addition, the new, highly rigid cab has a pipe-structured framework with reinforced strength for high durability and impact resistance. A larger glass area provides excellent visibility of the work area, while a skylight offers better overhead visibility. Large side-view mirrors give the operator clear views to both sides of the machine and a standard rearview camera lets him see behind the machine.

Longer service intervals

The PC350LC-8, PC350HD-8 and the PC450LC-8 can work longer before requiring downtime for routine maintenance. High-performance filters extend replacement intervals to every 500 hours for the engine oil and filter, 1,000 hours for the hydraulic filter and 5,000 hours for the hydraulic oil. All grease points, except the bucket, are at 500-hour intervals. Large-capacity air cleaners and high-pressure, in-line filters at the pump discharge ports are standard.

Each excavator has easy service-access points, including side-by-side radiator and oil cooler modules for quick removal, cleaning and installation. Engine oil-level check, oil fill port and fuel filter have improved accessibility as does the engine oil filter and fuel drain valve. An eco-drain valve is standard and enables easier and cleaner engine oil changes. A fuel prefilter that separates water and removes contaminants minimizes potential fuel problems.

“While there are noticeable changes, we kept key elements of the previous models that are proven productive and efficient, such as the efficient, high-pressure, common-rail Tier 3 engines that provide high productivity with low fuel consumption and emissions,” said Morris. “KOMTRAX remains standard and allows owners and operators to track machine function and service intervals, among other items, which help keep downtime to a minimum. From that standpoint, users won't notice change, but in terms of other direct links to owning and operating costs, they'll see some significant improvements.” ■

Komatsu added value to its new excavators with features such as heavy-duty booms, five working modes, reinforced cabs with larger glass area and longer service intervals.





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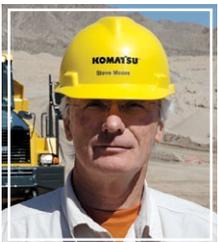
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MORE NEW PRODUCTS

ADDED VALUE

Komatsu's new GD655-5 motor grader cab design is among features that improve productivity



Steve Moore,
Product Manager

Brief Specs on Komatsu GD655-5 Motor Grader

| | |
|------------------|-------------|
| Model | GD655-5 |
| Net hp | 218 hp |
| Operating Weight | 38,415 lbs. |
| Blade Width | 14 ft. |

To read the magazine online and watch a video of this machine in action, go to www.TECTractorTimes.com



One of the keys to productivity in motor grader work is the operator's ability to see the material and the blade as clearly as possible. Komatsu enhanced that ability in the new GD655-5 with a patented hexagonal cab that provides improved all-around visibility.

"The better visibility, the better production," said Product Manager Steve Moore. "We set out to make the most comfortable, productive and efficient motor graders possible. Komatsu did that by adding features, starting with a low-noise operator platform design that's similar to the unsurpassed, award-winning cabs in our small-dozer line. Then we built on that to provide even more value."

Better visibility is only part of the value-added equation, as Komatsu increased both horsepower and operating weight by nearly 10 percent, while decreasing fuel consumption by 20 percent compared to the GD655-5's predecessor. Its new, patented, dual-mode transmission system is mounted

A new hexagonal cab provides exceptional all-around visibility and is among several new features designed to improve productivity and reduce owning and operating costs.

in the front for better weight distribution and provides on-the-go, full power shifting as well as inching capability and automatic shifting in the higher gear ranges.

"The operator has total control and can run the grader in direct drive (manual mode) for tough grading, or with the lock-up torque converter (auto mode) for fine work that may require inching," said Moore. "The higher horsepower allows for better productivity at higher speeds in applications such as road building and maintenance and snow removal. The combination of manual and auto is very effective for low-speed smooth operation by virtually eliminating engine stall. Komatsu is the only manufacturer to offer that."

Additional control valves

Komatsu also offers two additional control valves for a total of ten, making attachment additions easier. Other new standard features include a Turbo II precleaner, right and left independent blade-lift float, front-bar-mounted lights and a toolbox with lock. KOMTRAX 2.5 is also standard, providing better maintenance tracking. Users can perform nearly all services from the ground, including fueling for faster fill-ups.

"That reduces downtime and boosts production time," noted Moore. "Another key element is a new hydraulic, variable-speed, reversible fan that minimizes dust entering the radiator, which also minimizes downtime. With the GD655-5, as well as other Dash-5 motor graders we're introducing, we set out to engineer a machine that would significantly improve productivity and profitability. More horsepower and operating weight, as well as additional standard features, add value for anyone who uses a motor grader." ■



PRODUCT UPDATE

MORE COMFORTABLE CAB

Redesigned work platform of the PC160LC-8 helps operators maintain productivity

A common adage in equipment says “a comfortable operator is a more productive operator.” Starting with that nugget of wisdom, Komatsu designed its new PC160LC-8 to foster an environment where operators can thrive.

The PC160LC-8 has a newly designed, larger cab (compared to the Dash-7 model) with excellent sound absorption. Noise-source reduction and a quieter Tier 3 engine, hydraulic equipment and air conditioner make the excavator’s noise level similar to a new automobile. Viscous damper mounting coupled with a highly rigid deck reduces vibration as well.

“There’s more to the equation than just noise and vibration reduction,” noted Product Manager Doug Morris. “The cab is pressurized with automatic air conditioning, an air filter and a higher internal air pressure to minimize the amount of dust that enters the cab. Operators who have used the PC160LC-8 notice right away how much more comfortable it is.”

Operators can set the temperature in the cab using the upgraded LCD monitor panel, which also allows them to set the proper working mode to match conditions. Five modes are available, including an Economy mode for lighter digging and loading, which reduces fuel consumption by 10 percent compared to the Power mode.

Durable, easy to maintain

No matter the conditions, operators can be confident that the PC160LC-8 will get the job done. Komatsu engineered it with a boom and arms of thick-plate, high-tensile-strength steel. Designed with large cross-sectional areas and generous use of castings, working attachments exhibit long-term durability and high resistance to bending and torsional stress.

“The PC160LC-8 is the largest in what’s considered our light excavator line, but don’t let the word ‘light’ fool you. It has the strength and durability to handle substantial work loads,” said Morris. “At the same time, it’s light enough at less than 40,000 pounds to be easily transported, as well as mobile enough for maneuverability on the jobsite. It’s great in commercial and residential applications.”

Morris said with KOMTRAX as standard equipment, it’s also easy to track and maintain proper service intervals. The radiator, aftercooler and oil cooler are arranged side-by-side for quick cleaning, removal and installation. Maintenance costs are reduced with high-performance filtering materials and long-life oil that extend intervals to 500 hours for engine oil and filter, 1,000 hours for hydraulic filter and 5,000 hours for hydraulic oil. ■

Brief Specs on Komatsu PC160LC-8 Excavator

| Model | Net Hp | Operating Weight | Bucket Capacity |
|-----------|--------|--------------------|-------------------|
| PC160LC-8 | 115 hp | 36,770-37,740 lbs. | 0.48-1.24 cu. yd. |

The PC160LC-8 has a larger, more comfortable cab, helping keep operators productive longer. It also features an efficient engine, low fuel consumption and is easily transported.

To read the magazine online and watch a video of this machine in action, go to www.TECTractorTimes.com



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MILESTONES

MAGIC NUMBER — 930

Komatsu's legendary "ultra class" truck reaches a historic milestone

In 1996, Komatsu became the first equipment manufacturer to introduce an AC drive system into a large mining truck. In the 14 years since its introduction, Komatsu's 930E electric-drive truck has become the best selling "ultra class" truck in the world.

On March 1, Komatsu celebrated production of the 930th unit of its 930E series, which is designed and built at Komatsu's Peoria Manufacturing Operation in Peoria, Ill.

"The 930E represents Komatsu's genuine passion to see our customers succeed," said Don Lindell, Product Manager for mining trucks. "Based on data from real-world performance, we continue refining the features of the truck to lower the operating cost per ton."

That "real-world" data is gathered from 930Es that are operating around the world — from North and South America to Africa, Asia and Australia. The largest concentration of 930Es is in Chile, which is the world's largest copper-producing country. In fact, the massive Collahuasi copper mine in the mountains of northern Chile has more than 40 930Es, including historic unit number 930.

A key to Autonomous Haulage System

Because of its technology and reliability, the 930E is often used in remote locations and difficult applications. It is also a key part of Komatsu's Autonomous Haulage System which allows trucks to operate without drivers, thereby improving fuel efficiency, lowering production costs and lengthening truck life.

With a payload capacity of 320 tons (276 cu. yds.), the 930E is Komatsu's second-largest

mining truck, next to the 960E. Depending on the model, it is available with 2,700 or 3,500 gross horsepower (brake power). ■



Employees at Komatsu's Peoria Manufacturing Operations pose with the 930th Komatsu 930E haul truck. All of the 930 trucks were designed and built at the plant.

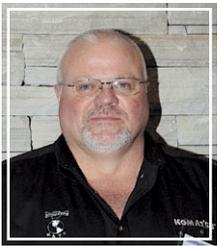
The Komatsu 930E was the first mining truck with an AC drive system and is the best-selling "ultra class" mining truck in the world.



PRODUCT SUPPORT

TRAINING PAYS DIVIDENDS

Top service personnel square off at annual Komatsu Advanced Technician Competition



Wade Archer,
KATC Director

Top service personnel from North American distributors competed in the annual Komatsu Advanced Technician Competition (KATC), held March 2 to 4 at the Komatsu Training and Demonstration Center in Cartersville, Ga.

“We changed the format from the previous few years,” explained Wade Archer, Technical Training Instructor and Director of the

KATC program. “In January of this year, we held a qualifying event in which any distributor technician could compete. The four competition categories were: Excavator, Wheel Loader, Dozer and Truck. The top technicians from each of four geographic regions were then eligible to come back for the national competition in March. Other factors that determined their eligibility included completing certain training and educational opportunities throughout the year.”

Four individual categories were part of the competition, and winners of each competed against each other for title of National Champion.



The team competition featured competitors working together to diagnose and fix problems on a “mystery machine,” which turned out to be a CD110R-2 crawler carrier.

Those 10 technicians who qualified, started the first day of the national competition by competing in the category they placed in during the qualifying event. Winners were named at the end of the day, and each moved on to the next round where they competed against each other for the title of National Champion. During this round they had to diagnose and fix problems in the other three categories. Individual winners received a trophy and cash prizes, while the National Champion received a trophy, cash and a tool box filled with tools valued at about \$17,000.

In addition to competing individually, top finishers from the first day of competition were paired together with another technician from their region to compete as a two-man team on a “mystery machine,” which turned out to be a CD110R-2 crawler carrier. Teams did not know ahead of time what the machine would be.

“Beyond honoring technicians for their excellence, the purpose of the KATC is to motivate technicians to take advanced training, which results in better, faster diagnostics and service to customers,” noted Archer. ■





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ALWAYS LOOKING FORWARD

Komatsu Vice President of R&D says making quality products is a never-ending process

QUESTION: How does Komatsu start the research and development of a new product?

ANSWER: Research and development is a never-ending process. When a new machine is introduced, we're already thinking about how to improve upon it. Of course, when the machine is introduced, we're not automatically working on building the next version of it. We study its attributes and how it's performing in the applications for which it was designed. Then we look for ways to improve upon it, keeping in mind that our goals include improving our customers' costs of moving materials.

QUESTION: How much input do customers have in the process?

ANSWER: A very significant amount. Our customers are a vital part of the research and development process. After all, they're the ones using the machines, so we value their assessments of our products. In some cases, we start by surveying customers to find out what they want to see in a new machine. We marry that with what our research and development tells us, then set out to build a machine that will offer the productivity and performance our customers want to see. As we do that, we're constantly testing, retesting, and making sure that the machine meets all governmental standards and requirements.

One example is our D51 dozers with the cab-forward and Super Slant nose design. Customers told us that they wanted to be able to move more dirt at a lower cost. They indicated that improved visibility would be a significant step in the process. We took that information and incorporated it into dozers that offer excellent views all around the machine, especially to the blade and material, so the

Continued . . .



This is one of a series of articles based on interviews with key people at Komatsu discussing the company's commitment to its customers in the construction and mining industries — and their visions for the future.

Ike Mochida, Vice President of North American Research & Development

This year marks Ike Mochida's 35th anniversary with Komatsu. He joined the company in 1975 after graduating from Tokyo University with a degree in Mechanical Engineering.

His first duties were designing special applications for small and medium dozers, including safety devices. Eventually, he became responsible for the entire development process of building new dozers and was transferred to the U.S. Technical Center in Chattanooga. Two years ago, he was named Vice President of the North American Research & Development division, overseeing R&D for both technical centers (Chattanooga and Peoria) in North America.

"In the 35 years I've been with Komatsu, the company's aim has never changed," said Mochida. "It's to constantly work to design and build machines that make our customers more productive and efficient. We've done that with their input and our technological advances, which in many cases has improved their per-yard and per-ton costs. I find the process enjoyable."

Mochida also enjoys traveling the U.S., especially areas of wide-open landscape and mountains. He also likes reading and playing golf with his wife Sonoko. The couple has two grown daughters.

Many resources used in product development

... continued

operator is more productive. Consequently, cost per yard was improved. Komatsu added to that with fuel-efficient Tier 3 engines and lower maintenance costs. The result was an award-winning, technologically advanced dozer that customers rave about. As a result,

Komatsu uses CAD and other technology in the research and development of its new products. "Technology has become an ever-increasing part of our R&D," said Ike Mochida, Vice President of North American R&D. "It streamlines things, but it doesn't replace the most important aspect of our process: customer input and ideas."



Komatsu research and development is incorporated into new products, many of which are built in three North American manufacturing plants. OEM components, such as engines, are an integral part of the process.



The D51 dozer with its cab-forward and Super Slant nose design is a result of input from customers who wanted increased productivity and improved visibility.



we've incorporated the Super Slant design into other dozer sizes.

QUESTION: What other types of machines in North America is Komatsu focusing its R&D on?

ANSWER: The emphasis in North America is multidimensional. We have three manufacturing plants that produce several machines, not only for the North American market, but globally. The Chattanooga, Tennessee, facility where I am located, produces excavators and articulated trucks. In Newberry, South Carolina, it's wheel loaders and utility machines. The Peoria, Illinois, plant focuses on mining products. Peoria is a "mother" plant, meaning all research, development, manufacturing and production of mining trucks takes place there, as opposed to a piece of the process done here and another done somewhere else. Another part of that is that all components are genuine Komatsu OEM and integrated into the design, which makes for superior quality and reliability. It creates better communication and streamlines our production when everyone involved with producing a particular machine is in the same place.

QUESTION: How many people are involved in the process?

ANSWER: It depends on the machine, but there are always several individuals working on research and development of a product. We have about 130 people in R&D, but of course they aren't the only ones involved. We work with engineering and manufacturing to assure that when a machine is in development, everyone is on the same page. Having multiple people at work on one project means we can take different views and incorporate them into the design of a better product.

QUESTION: What's Komatsu working on now?

ANSWER: As I mentioned, it's a never-ending process. Starting next year, Tier 4 engine technology is slated to ramp up, so we're working to ready our machines for that. At the same time, we're working on designs that will ensure our products continue to have more productivity, efficiency and reliability for which those machines have always been known. ■

INDUSTRY NEWS

ADDED DOLLARS

Jobs bill provides \$20 billion to fund highway and transit programs through the end of the year

Tucked into the recently passed and signed Hiring Incentives to Restore Employment (HIRE) Act — also known as the Jobs Bill — is \$20 billion to continue funding highway and transit programs through the end of 2010. It ensures the programs will continue to operate after several short-term funding fixes were passed when SAFETEA-LU ran out in September 2009 without reauthorization or a bill to replace it.

The \$20 billion in funding is on top of any stimulus and other monies that have been allocated toward highway, transit and infrastructure in other bills. According to the Associated Equipment Distributors (AED), it also sets a funding baseline for future transportation bills. A nearly \$600 billion, five-year plan was proposed by lawmakers last summer, but was shelved as Congress worked on other initiatives. It may still be a framework for a new bill that could be taken up later this year.

Some contractors are looking forward to a new bill because they say it would offer stability that leads to hiring workers, something at which HIRE was aimed. The bill offers tax breaks for businesses that hire unemployed workers through December. Such breaks include an exemption from the 6.2-percent Social Security payroll tax and an additional \$1,000 credit if new hires stay on the payroll for a full year. Experts estimate it could create as many as 250,000 jobs through the end of the year.

During the bill's signing, President Obama said, "Many (businesses) are on the fence right now about whether to bring on that extra worker or two, or whether to hire anyone at all. This jobs bill should help make their decision that much easier."

HIRE extends Section 179 expensing for capital investments, such as new and used

equipment purchases, for one year. Originally passed in 2008, and reinstated in the stimulus act last year, it allows for an expensing limit of \$250,000 on purchases up to \$800,000. It can be taken immediately on purchases and can have tax reduction benefits.

HIRE expands the use of the Build America Bond program, which states and municipalities have used to fund construction projects. Part of the stimulus package passed last year, the program allows additional tax benefits or access to new markets for local government bond issuers. ■



Tax breaks in the Jobs Bill are designed to provide incentive to hire new workers.

The Jobs Bill provides \$20 billion for road and transit construction, and extends Section 179 expensing for equipment purchases.



NEW LINES

TEC ADDS LEEBOY AND ROSCO

Alabama and Florida Panhandle customers have new outlet for these paving and construction equipment lines

Tractor and Equipment Company and VT LeeBoy recently finalized an agreement that gives TEC exclusive distribution rights for the entire family of LeeBoy and Rosco paving and construction equipment within the state of Alabama and the panhandle of Florida.

LeeBoy is a maker of commercial-class asphalt pavers and also manufactures asphalt rollers, tack distributors, motor graders, belt loaders and concrete curbers. Part of the LeeBoy family, the Rosco product line includes brooms, asphalt distributor trucks, water trucks, spray patchers, chip spreaders and compaction rollers.

As the exclusive distributor for LeeBoy products, Tractor and Equipment Company provides a new outlet to customers seeking solutions for smaller commercial jobs. In addition to its inventory of new LeeBoy and Rosco machines, TEC has a solid inventory of LeeBoy and Rosco replacement parts as well as trained technicians and all product support necessary to keep the equipment up and running.

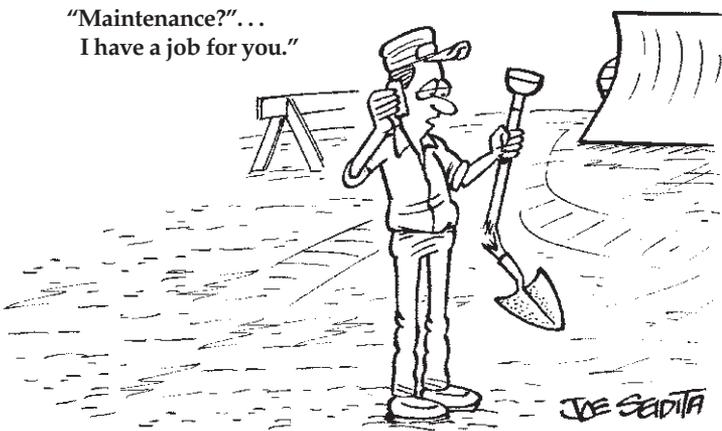
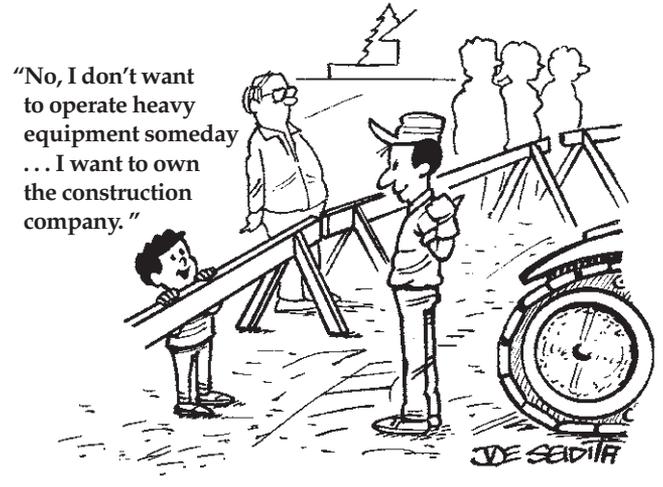
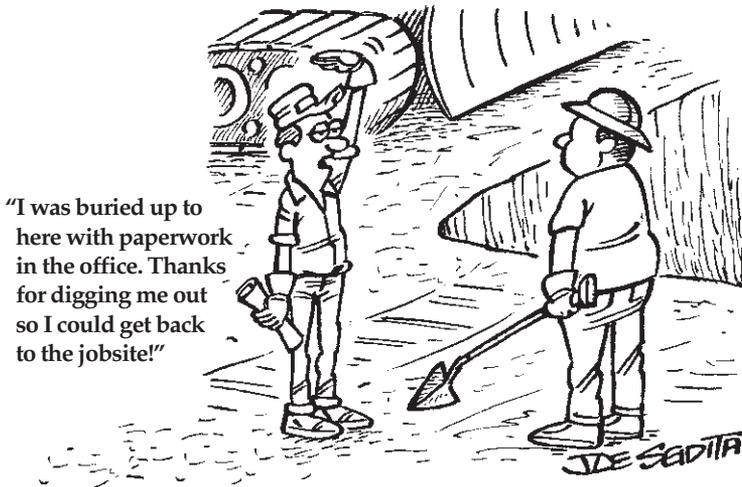
For more information on the LeeBoy and Rosco products TEC now carries, contact your TEC sales representative, visit your nearest TEC branch or go to www.tractor-equipment.com. ■

(Seated, L-R) TEC VP/ Montgomery Branch Manager Doug Stone, LeeBoy Rep Brian Hall, (standing, L-R) TEC VP/Regional Sales Manager-AL/FL Autrey McMillan, VP/Regional Sales Manager-AL Joe Patton and President Dan Stracener meet to finalize the agreement that gives TEC exclusive distribution rights for LeeBoy and Rosco products within the state of Alabama and the panhandle of Florida.



SIDE TRACKS

On the light side



Did you know...

Komatsu was named after the city Komatsu, located in the Ishikawa Prefecture of the Hokuriku region in Japan. The actual name "Komatsu" translates into English as "little pine tree" and, according to legend, dates back to the middle of the Heian period (794-1192 AD). At that time, the monk-emperor Kazan planted a pine sapling during a tour of the Hokuriku region, and the area where it grew came to be called "sono no komatsubara" ("small-pine field with gardens"). This name is said to have been shortened to "Komatsu."

When Komatsu Iron Works separated from Takeuchi Mining Co. in 1921 to become Komatsu Ltd., the first logo that was chosen to represent the newborn company also symbolized this small pine tree. The logo underwent many modifications throughout the years, but remained faithful to its original "small pine tree" look until the late 1990s, when a major change was made and the current lettering was adopted.

Today, the Komatsu logo is a basic design that represents the Komatsu brand. It reflects the Komatsu image of reliability, stability, and strength. The well-balanced sophistication of the logo, the unique design of the letter "T" and the deep, vivid-blue color symbolize a bold corporate character and a leader in technological innovation.

Brain Teasers

Unscramble the letters to reveal some common construction-related words. Answers are on the right side of this page.

1. TIKJYSOC _____
2. NSOMISESI _____
3. CENTIHCINA _____
4. SOREGUR _____
5. MIWODETN _____
6. REQOTU _____

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For more information, contact:

Tim Thomas tthomas@tractor-equipment.com
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PC200LC-8, A89198, 2009, 238 hrs\$130,000



D31PX-22, 60312, 2009, 601 hrs\$60,000

EXCAVATORS

Komatsu PC35MR-2, 10368, 2008, 548 hrs.\$35,000

Komatsu PC200LC-8, A89186, 2009, 940 hrs.\$120,000

Komatsu PC220LC-8, A88105, 2006, 2,085 hrs.....\$125,000

Komatsu PC220LC-8, A88246, 2006, 1,904 hrs.....\$115,000

Komatsu PC300LC-6, A84775, 2002, 9,858 hrs.....\$75,000

Komatsu PC300LC-6, A84872, 2002, 8,353 hrs.....\$79,000

DOZERS

Komatsu D31PX-22, 60221, 2008, 788 hrs.....\$58,000

Komatsu D39PX-22, 3051, 2008, 800 hrs.....\$90,000

Komatsu D51PX-22, B11395, 2009, 1,736 hrs.\$135,000

Komatsu D61PX-15EO, B46113, 2009, 1,854 hrs.\$175,000



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